

# Beyond the Basics of Sales & Operations Planning, Master Scheduling & Forecasting

**DEVELOPING YOUR SUPPLY CHAIN, OPERATIONAL & FINANCIAL EXPERTISE**

## EACH WEBINAR COVERS

- Most relevant industry theory.
- Application of the theory to your job
  - What is the data telling you?
  - Measuring actions/results
  - Evaluating results against KPI.
- Best Practices
- Better utilization of ERP Systems in the Supply Chain
- New emerging technologies in the end-to-end Supply Chain

## WHAT STUDENTS SAY ABOUT THE SESSION

- Knowledge acquisition exceeded expectations.
- Informative and relevant.
- Practical Application of theory to my job.
- Balance between lecture, exercises and student interaction.
- Achieved better understanding of ERP and new technologies in the Supply Chain.
- Time to ask questions and interact with other students before, during and after each session.

## CONTACT US

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## COURSE OUTLINE

### The Key Components – Demand Planning is a Process

- Introduction
  - Objective
  - How is the Workshop set up?
- Strategy – “Let’s define it”
- Business Planning
- Functional Strategies
- Sales and Operations Plan
- Production Planning

### The Sales and Operations Plan

- Sales and Operational Planning – The Formula
- Forecasted Sales
- Inventory Levels – Beginning & Ending
- Resource Planning
- The Production Plan
- Most Common S&OP Mistakes
- Best Practices

### Master Scheduling

- Master Schedule
- Mater Production Schedule
- Rough Cut Capacity Planning
- Master Schedule Grid
- Bills of Material
- Routings
- Best Practices

### Forecasting

- Five Steps to a Forecasting Model
- Forecasting Tools
- Using Intrinsic Forecasting Tools
- Using Extrinsic Forecasting Tools
- Forecasting Methods
- Best Practices